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2013
PROGRAM GUIDE

VERMONT

TECH JAM

FREE
EVENT!

October 18 & 19

FRI. 10AM-5PM & SAT. 10AM-3PM
MEMORIAL AUDITORIUM
DOWNTOWN BURLINGTON

techjamvt.com

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WORK HARD. PLAY HARD. GROW WITH MWG.



Sure, we're one of the fastest growing tech companies in the U.S.—revolutionizing the digital grocery shopping experience—but we're so much more. You might find some of us hiking Camel's Hump at 4 a.m. to catch a breathtaking sunrise, dressed in our Wing gear preparing to slay the competition at the annual Dragon Boat Festival, pumping up with strength training during lunchtime, or doing the Harlem Shake (because it's Friday).

Our culture involves teamwork and a sense of belonging that translates into a fun and energetic working environment. Become part of the MyWebGrocer team, conveniently located in the Champlain Mill in the heart of Winooski. Go from Tech Jam to Tech Job—apply at the Vermont Tech Jam or online at mywebgrocer.com/techjobs

**MYWEBGROCER IS NAMED
ONE OF THE FASTEST GROWING
COMPANIES IN THE COUNTRY**

Inc. magazine ranked MyWebGrocer (MWG) NO. 1834 on its seventh annual Inc. 500 | 5000 an exclusive ranking of the nation's fastest growing private companies. We're experiencing a really exciting time of growth at MWG and for the tech industry as a whole in Vermont. said CEO Rob Tassett.

We're honored to be recognized by Inc. amidst so many other reputable and innovative companies.

MWG
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mywebgrocer.com/techjobs

Burlington, Vermont: Land of Ice Cream, Skiing and... Tech?

Looks like our little secret is out: The headline above topped a recent report on the national "Marketplace" radio program. In it, host Kai Ryssdal interviewed Atlantic correspondent James Fallow, who visited Vermont last month with his wife, Deb.

The couple came to Burlington for the American Futures Project, which documents "innovation and resilience across the nation." While they were here, the couple discovered the ever-expanding local company Dealer.com, which has added 100 employees in the last year alone. Its total workforce is now 800 strong.

During the "Marketplace" interview, Fallow marveled at Vermont's "little tech empire."

It's fun to see the national press catch on to something we've known here for years — **Vermont is home to a thriving technology sector.** There's no better place to see it up close than at the Vermont Tech Jam. This annual job fair and tech expo brings some of the state's fastest growing and most innovative companies together under one roof for two days of presentations, demonstrations and networking.

This year's 80+ exhibitors include large employers such as Dealer.com, MyWebGrocer, Green Mountain Coffee Roasters and QtoTok Instruments, as well

as mid-size firms such as C2, Logic Supply and Control Technologies. There are small shops and start-ups here, too, including Opterno, Birmam Wood Games and cybersecurity company Pwne Express, which recently received \$5.1 million in venture capital funding. **Yes, they're hiring.**

And the Tech Jam isn't just a job fair — it's also an opportunity for Vermonters to find the on-ramp for these lucrative tech careers. Many of Vermont's institutions of higher learning are exhibiting at the Jam, along with Girl Develop It, a nonprofit that runs affordable coding classes for adults.

A group of private- and public-sector partners organized the first Vermont Tech Jam in 2008, there were two that year, and one every year since. The goal was to nurture and grow Vermont's "tech empire," and it seems to be been working. The evidence includes events such as HackVT, the Burlington Ruby Conference, the Champlain Mini Maker Faire and StoryhackVT.

Today's Tech Jam was organized by cofounders Seven Days and the Vermont Technology Alliance. Come if you're looking for a job, an internship or some help understanding what the heck this tech stuff is all about. James Fallow, you're invited, too.

WELCOME!



GREEN MEANS GO!

Exhibitors with name tags sporting **green stickers** represent companies that are actively recruiting employees.

Likewise, attendees can wear **green stickers** to indicate they are looking for a job!

GETTING HUNGRY?

The Essex High School Robotics Club is selling **snacks and coffee** donated by Speeder and Earl's in the downstairs Annex on Friday and Saturday. The money raised will be used for equipment and FIRST tournament entry fees for the 2013-2014 season.

If you need something more substantial, there are numerous **restaurants** within easy walking distance of Memorial Auditorium. Also look for **food trucks** in the back parking lot.





**“Work and play are
words used to describe
the same thing under
differing conditions.”**

—Mark Twain

Dealer.com proudly supports the 2013 Vermont Truck Jam,
and all those who believe in fearless, free-spirited innovation.

DEALER.COM



vtTA vermont technology alliance

The Voice for Technology in Vermont

- We bring people together for networking, collaboration and action
- We sponsor Vermont technology programs and events
- We advocate on behalf of Vermont's technology business sector
- We provide tech outreach, information and support
- We tell the tech story

Find out more and add your voice — become a vtTA member or sponsor at vermonttechnologyalliance.org.

Here are some of the companies behind the success of the vtTA and Vermont's technology business sector. We thank them for their support.

dinse
technology solutions

empower
MOBILITY

FairPoint
communications

FirstLight
technology solutions

HEIN HOUMER ASSOCIATES
Business in English, Technology in the World

merchants
BANK

MWG
MYWEBGROCER

ACC
BUSINESS COMPANY
HUBB



Who will bring home a 2013 Jammy?

The Vermont Technology Alliance received numerous nominations for this year's second annual Vermont Tech Jam Innovator and Ambassador awards, aka the Jammys, sponsored by Merchants Bank. The judges have narrowed the field to three finalists in each category.

The winners will be announced at the Tech Jam exhibitor reception — sponsored by Dine, Knapp & McAndrew — on Friday evening at Club Metronome. Each will receive a handcrafted robot statuette designed for the occasion by Burlington sculptor John Binkels.

Can't come to the reception?

Check the Tech Jam Facebook page and Twitter feed on Friday night for an announcement of this year's Jammy winners. Thanks to the Tech Jam award judges: IBM Fellow John Cohn, Commerce Secretary Lawrence Miller, Google Community Affairs Director Matt Dunne and Seven Days publisher Paula Roudly.



INNOVATION AWARD FINALISTS

BiTek Instruments, Winooski

This family-owned bioscience firm has a global reputation for its Vermont-made microplate instrumentation — a diagnostic tool with life-saving applications. The company's latest product, the Cytation5, combines a multimode microplate reader and a high-powered digital microscope. Medical researchers report the more efficient device is saving them time and money in the lab.

Penne Express, Berlin

Penne Express is known for taking "black hat" hacker tools and packaging them in a creative way for "white hat" use.

helping government and corporate entities protect their new Pen Pad packs the company's proven penetration-testing software into the body of a Nexus Tablet.

MBF Bioscience, Winooski

MBF's latest innovations, AutoSpine and SpineStudio software, analyze the size, shape and density of dendrite spines in brain tissue samples. Understanding changes in spine shape and density is key to research in neurodegenerative diseases such as Alzheimer's. More than 2000 labs worldwide use MBF products for life sciences research.

AMBASSADOR AWARD FINALISTS

Found Line, Burlington

Web and mobile development shop Found Line has been instrumental in building the local tech community through its work organizing a PHP users group, Vermont Code Camp, BTY Gig, the National Day of Civic Hacking and Nonprofit Code for BTY. Found Line principal Bradley Holt is Chair of the Board at Vermont Community Access Media, board member of the Burlington Web Application Group and a member of the Burlington Mayor's U.S. Ignite Advisory Committee.

FreshTracks Capital, Shelburne

For 13 years FreshTracks Capital and its partners have helped Vermont start-ups and growth companies — primarily technology companies — by providing advice and capital. FreshTracks also helps catalyze the creation of events and organizations which serve the entrepreneurial ecosystem by connecting innovators to available resources. FreshTracks proudly promotes the fact that Vermont is a great place to start and grow a technology company.

MyWebGrocer, Winooski

MyWebGrocer provides e-commerce and internet marketing services to the grocery and consumer-packaged goods industries; Inc. Magazine recognized it in 2013 as one of the country's fastest growing private companies. MWG funded Vermont's first hackathon in 2011 and hosted the 24-hour competition at the historic Champlain Mill — its Winooski HQ. MWG worked with other local companies to organize the hackathon, called Hack VT, in 2012 and 2013.

TECH JAM 2013 EXHIBITORS

- ★ JAM SPONSOR
- ▲ AUDIENCE (UP)
- ▼ ANNEX (DOWN)

3-D PRINTER TECHNOLOGY

Blu-Bin 3-D Print Shop **▲**
Burlington Blu-Bin.com

Burlington's design and tech communities meet at Blu-Bin's creative center on the Church Street Workspace, where technologists such as 3-D printing, consumer web-design (CWD) and 3-D computing take the line between what can be imagined and what can be held in one's hands. Stop by the Blu-Bin booth to see a 3-D printer in action – or pick up your free Vermont Tech Jam keychain.

BIO-SCIENCE

★ **BioTek Instruments** **▲**
Winchester biotek.com

BioTek Instruments is a family-owned company founded in 1966 and re-located in Vermont that provides microplate instrumentation and software to clients all over the world. Its 220 global employees design, manufacture and sell instruments used to aid in the advancement of life science research, facilitate the drug discovery process and enable cost-effective quantification of disease-related indicators in

the clinic. Focusing on microplate instrumentation, BioTek offers a comprehensive product line, including automation/microplate detection systems for bioassays, fluorescence and chemiluminescence measurements, along with a complete line of automated washers, dispensers and pipetting systems, microplate readers and robots, and data analysis software. In 2012, *Forbes* Business Magazine recognized BioTek as its 50th Growth Awards company as one of America's 50 fastest-growing companies of the last decade.

Chroma Technology **▲**
Belmont Falls chroma.com

Chroma Technology is an employee-owned company that specializes in the design and manufacturing of precision robot filters and coatings. It was founded in 1969 by several individuals who wanted to create a working environment different from the typical corporate structure. Chroma's portfolio of products spans applications such as fluorescence microscopy, flow cytometry, spectrophotometry, DNA sequencing, medical and surgical devices, laboratory microbiology, machine vision, manufacturing and security. Their filters are manufactured using high-performance sputtered coatings on many different types of filters, and they provide tools tailored to the most sophisticated scientific

imaging applications such as TIRF and STED. Stop by the Chroma booth to see a demonstration of how optical filters are used to transmit or block specific wavelengths of light.

Husky Injection Molding Systems **▲**
Milton huskyinjection.com

Founded in 1952 by Robert Schied, Husky started as a small machine shop in a Toronto garage. The company found its niche in specialized metal-molding and quickly developed into a leader in producing innovative, high-speed injection molding systems for their well customers. Today Husky Injection Molding Systems is one of the world's leading suppliers of injection molding equipment and services to the global plastics industry, designing and manufacturing a broad range of injection molding machines, hot runners, robots, molds and integrated systems. The Husky culture is characterized by fast-paced and unafraid of change. Its employees thrive in dynamic environments, are driven by challenge and have a passion for excellence.

Vermont Biosciences Alliance **▲**
South Burlington vbiolifevermont.org

The VT Biosciences Alliance is a trade organization for the state's bioscience companies. Founded in 2008, the VBA aims to foster innovation of medicine and bioequipment in one of Vermont's leading industries. It also promotes economic and human well-being by strengthening the education, research resources and culture

growth the industry enjoys. On November 13, the VBA is sponsoring "Research in Your Backyard," a presentation about the impact of disease research conducted in Vermont.

BUSINESS/PROFESSIONAL SERVICES

Karma Bird House **▲**
Burlington thekarmabirdhouse.com

The Karma Bird House is a place for small-business entrepreneurs and creatives to build, work, gather, network and launch ideas. Small to mid-size private offices are available now in a unique culture of creativity and networked connection.

Out of the Office Virtual Assistance **▲**
Winooski outoftheoffice.com

Out of the Office Virtual Assistance offers on-demand administrative support for small business and busy professionals. Experienced virtual assistants are carefully matched to clients' specific requirements. A wide range of services is available to help with basic business needs – data entry, document formatting, proofreading, email management, appointment scheduling and much more. In addition, Out of the Office Virtual Assistance also offers advanced services, including project and task management, social media planning, web content creation and a mobile delivery to help

CHAMPLAIN COLLEGE

RULE NO 66 THINK FAST. PROCESS FASTER.

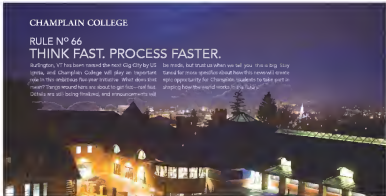
Burlington, VT has been named the next GIG City by US Ignia, and Champlain College will play an important role in this initiative this year. What does that mean? Things around here are about to get fast – real fast. Details are still being finalized, and announcements will

be made, but trust us when we tell you: this is big. Stay tuned for more specifics about how this news will create new opportunity for Champlain students to take part in shaping how the world works. Think GIG City.



LET US DARE

CHAMPLAIN.EDU/GIGCITY



with administrative streamlining. These services are designed to help increase clients' productivity, decrease their workload and help them work more effectively.

CYBER SECURITY

★ Champlain College Leahy Center for Digital Investigation **136**

See Champlain College

Pwnie Express **142**

Ref: pwnieexpress.com

Pwnie Express is the premier global provider of award-winning, cost-effective, rapid-deployment penetration testing products. Their products have been incorporated into the cyber security toolboxes of over 1000 security service providers. Perhaps 50 companies and various federal agencies. The Pwnie Plug has been named the Editors' Choice in PC Magazine and Pwnie Express has been named by CIO Online as one of the seven best security companies to watch. They have recently been featured in *Wired*, *The Information Systems Security Association Journal*, *Art Science*, *PC Magazine*, and on *Slashdot*. Pwnie Express was also named one of the 2013 Industry Innovators in Analysis and Testing by SC Magazine.

Student STEM Showcase

Students from across the state highlight their science, technology, engineering and math projects thanks to the Vermont Agency of Education — a Tech Jam sponsor. Students present their work and answer questions at the Agency of Education's STEM Showcase in the downstairs Annex.



FRIDAY, OCTOBER 18

Mount Abraham High School Burlington Schools	10:15-10:30 a.m.	Timble SketchUP
Mount Abraham High School	10:30-10:45 a.m.	Building Bridges/Simple Machines
Vergennes Middle School	11:00-11:15 a.m.	Plasma Speaker Design and Build
Mount Abraham High School	11:15-11:30 a.m.	K-Turtle LOGO Programming
Burlington Schools	11:30-11:45 a.m.	Astrophysics
Mount Abraham High School	12:15-12:30 p.m.	Lego WeDO Robotics
Hartford High School	12:30-12:45 p.m.	EMT/First Certification
Mount Abraham High School	12:45-1:00 p.m.	Creating History with Google Earth
Vergennes High School	1:00-1:15 p.m.	Producing Animations with Tablet Technology
Mount Abraham High School	1:15-1:30 p.m.	Introduction to Programming Demo
Mount Abraham High School	1:30-1:45 p.m.	Web Design
Mount Abraham High School	1:45-2:00 p.m.	Industrial Design: Backpack

SATURDAY, OCTOBER 19

Rutland High School	10:30-11:00	Designing Dams
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Stop by the Student STEM Showcase downstairs at booth X11 to see these and more projects and demonstrations.

Celebrating the state of technology here in Vermont.



Merchants Bank is the proud sponsor of this year's Vermont Tech Jam Awards.

These two awards, organized by the Vermont Technology Alliance, honor the best in Vermont technology innovation and leadership. Merchants Bank is committed to using technology in ways that make banking more convenient for our customers. From depositing a check by snapping a smartphone picture, to Mobile and Online banking, Merchants Bank offers technology solutions that stack up against any bank—locally or nationally.

VISIT THE PARTNERS BANK MARK WEBSITE



TECH JAM 2015 EXHIBITORS

- ★ JAM SPONSOR
- ★ AUDITORIUM (UP)
- ★ ANNEX (DOWN)

EDUCATION

★ Champlain College 837

Burlington.champlain.edu

Champlain College, founded in 1876, offers professional programs combined with a liberal arts common experience. Champlain's undergraduate and graduate degrees lead to careers in twelve media, business and technology fields are ranked among the top in the nation. Marketing professionals can access training through Champlain's Center for Professional and Executive Development as prepare for certifications such as Certified Computer Examiner or Certified Information Security Systems Professional. Champlain's Emerging Media Center engages about 100 graduate-level undergraduates students a year in location- and corporate-sponsored media development, including projects for the UN and IBM. Champlain is also home to one of the top game development programs in North America.

Community College of Vermont 813

12 location statewide and online: ccv.edu
The Community College of Vermont is the state's second largest college serving 100,000 students

each semester. With 12 locations and extensive online learning options, CCV's students don't have to travel far from their communities to access degree and certificate programs, workforce education and secondary education activities, continuing education opportunities and academic and career support services. CCV offers a quality education at the lowest cost of any college in Vermont. Single program offerings of special interest include computer-aided drafting and design, computer systems management, digital marketing, graphic design, and network administration, as well as related certificate programs. As an open admissions college, CCV has a simple, free admissions process that begins with an online application. Classes start in September, January and May, and students can register several months before hand.

Girl Develop It: Burlington 804

Burlington.girldevelop.com/chapters/burlington

Want to learn how to code? Have a great idea? Don't be shy. Develop It: Girl Develop It is dedicated to providing a bias-free, fun, and welcoming and learning experience for everyone regardless of gender, gender identity and expression, sexual orientation, disability, physical appearance, body

size, race or religion. Yes, adults are totally welcome too! Welcome to GDI events! GDI is currently seeking more potential teachers in the Burlington area. If that's you, follow TDNYCSD events on October 28. Find out more at the GDI Tech Jam booth, which was provided by the Vermont Technology Alliance with support from FairPoint Communications.

Makers Showcase 825-832

See schedule on p. 11

Norwich University 888

Norwich.edu

Founded in 1870, Norwich University is the oldest private military college in the country and the birthplace of the Reserve Officers' Training Corps (ROTC). Norwich is a residential, four-year university where students choose either a military or civilian lifestyle. It offers both undergraduates and graduate programs, and is home to the Cyber Conflict Research Institute, part of the Norwich University Applied Research Institute, which conducts research on cyber threats and develops technologies and models to better understand cyber conflict.

Oplenno 818

Burlington.oplenno.com

Oplenno is a global educational institution dedicated to transforming higher education. For students, its mission is to maximize the return on their available study time through the skills they will develop, and their flexibility as purveyor and teaching styles. For faculty, it offers

complete control over the content, content and ownership of their courses. Oplenno's goals are to lower the cost of education for students, increase the quality and diversity of available programs, and further educational opportunities worldwide for everyone.

University of Vermont Continuing Education 813

Burlington.uvm.edu/ce

Continuing Education is the doorway to non-degree excellence at The University of Vermont. Each year CE helps thousands of non-traditional students continue their education through collaboration with campus colleges and schools offering courses and programs to help students explore their options, whether they are planning a career change, looking for personal enrichment or professional development, or preparing for an advanced degree or retirement career.

Vermont HITEC 888

Windsor.vhitec.org

Vermont HITEC is a nonprofit, student-centered distance learning institution designed to train tomorrow's students through high-quality, employer-partner sponsored education programs that lead to employment or advancement with the sponsoring employer partner. Vermont HITEC, formerly named employers in health care, information technology and advanced manufacturing industries, as well as STEM (Science, Technology, Engineering and Math) related fields. Vermont HITEC programs are only open to the employers or invited guests of our employer partners.

JAM WITH US ALL YEAR LONG!



SEVEN DAYS helps you stay connected to the local tech scene at the newly relaunched techjamvt.com

- Read the **Tech Jam blog** for news and coverage of groups and gatherings
- **Submit your tech events** and announcements
- Sign up for the weekly Vermont Tech Jam News, an email digest of **jobs, stories, contests and links** to the best of the local tech economy
- Find out about **next year's Vermont Tech Jam** as soon as it's scheduled

Vermont Technical College #204

Rundberg and Whitford, VTC.edu

Vermont Tech is an integral and unique institution within the State of Vermont and the Vermont State Colleges offering career-focused, technical education in specialized areas of study related to agriculture, applied sciences, business, manufacturing, health sciences and sustainability. The college offers bachelor's and associate degrees, certificates and continuing education. Vermont Tech prepares students for immediate success and productivity in the workforce, for continuing formal education and for lifelong learning.

GAMING

Bighead Scientists (Tim Fielder) #55

New York City, timfielder.com

Tim Fielder is an illustrator, concept designer, storyboard and animator. He's also an amateur researcher at New York University. His clients have included Marvel Comics, The Village Voice, "50 Star Postcards" and Ubisoft Entertainment. Tim's web series, *disruptive games*, "Kitty's Biscuits" is available for free online. His Tech Jam booth has been provided by the Vermont Technology Alliance with support from Physicore Computer Company.

Birmam Wood Games #23

Burlington, birmamwoodgames.com

Birmam Wood Games is a video game company that makes entertaining, artistic and intelligent games that are easy to play but offer a wealth of strategic depth. In June 2013, Birmam Wood collaborated with Seven Days and the G240 Lake Arrowhead and Soones Center on Arrowhead, a classic arcade game with an environmental message. In October 2013, the studio will release *Pathways*, a competitive, turn-based strategy game for tablet and PC. Stop by the Birmam Wood booth to play.

★ Champlain College Emergent Media Center #34

See Champlain College

Team Aurora #59

Burlington, teamaurora.net

Team Aurora is a group of indie video game developers who attend Champlain College each of them is majoring in a game-related discipline. Talk with them about their forthcoming project, *Ray: The Last Technology*. If the Tech Jam booth which has been provided by the Vermont Technology Alliance with support from Physicore Computer Company.

CONTINUED ON PAGE 12

Meet the Makers

A couple thousand people troiked to Shelburne Farms a few weeks ago for the second Champlain Mini Maker Faire, a lively grassroots showcase of Green Mountain creativity and innovation. We've invited a few of these technologists, engineers, artists and inventors to join us at the Tech Jam. Stop by these exhibits in the Auditorium (A29-31) to find out how you can be a part of their maker movement.

The Generator: Burlington's 6000 square-foot community makerspace is scheduled to open in early 2014. Visit generatorvermont.com or stop by The Generator's table to find out about facilities, events, membership and studio rentals.

Laboratory II: Members of this Burlington hackerspace are bringing a hexacopter, "throwies" and some hands-on demonstrations to the Tech Jam, as well as information about monthly events and workshops.

Vermont Makers: Ever taken an electronic toy apart to find out how it works? Now's your chance. The Vermont Makers' interactive Toy Hacking project that is guaranteed to intrigue both kids and adults.



M I C R O P L A T E I N S T R U M E N T A T I O N



Our exclusive focus is microplate instrument technology. It's not merely one small device, such as a larger confocal reader. And, with nothing to distract us, we're free to design reliable and efficient products, from our state-of-the-art readers and advanced imaging systems to our world renowned washers.

KEURIG

BOLT Caribb
Birmingham



Stop by our booth and learn about

Information Technology and

Product Engineering careers at

Green Mountain Coffee Roasters, Inc.

gmcr.com/careers



GREEN MOUNTAIN COFFEE ROASTERS, INC.

EEOC/Werify ©2013 Green Mountain Coffee Roasters, Inc.

TECH JAM 2013 EXHIBITORS

★ JAM SPONSOR
★ AUDITORIUM (UP)
★ ANNEX (DOWN)

GOVERNMENT / NONPROFIT

★ Burlington Community and Economic Development Office **133**

Burlington burlington.gov/bceo

The Community and Economic Development Office supports economic growth and vitality in Burlington by providing technical assistance to businesses, collectively with community partners on development projects and advocating for transportation that make Burlington a great place to do business. As the technology sector grows in Burlington, tech entrepreneurs will be an increasingly important part of the local job creation engine, and CEEO will continue to expand its full support to that growing segment of Burlington's economy.

State of Vermont Recruitment Services **105**

Montpelier humanresources.vermont.gov

Working for the State of Vermont is an opportunity to help protect, preserve, and enhance the exceptional quality of life available in the Green Mountain State. State employees make a direct contribution to the betterment of Vermont's people, places and traditions. The State of Vermont offers a wide variety of career paths with tremendous opportunities for growth. The total compensation package is excellent, offering pay and benefits designed to meet employees' health and financial needs, improve their quality of life, and support balance in their home and work lives. Whether in Vermont or there as many opportunities available with one employer. The State of Vermont is an Equal Opportunity Employer.

★ Vermont Agency of Commerce and Community Development **100**

Montpelier commerce.vermont.gov

The Agency of Commerce and Community Development helps grow businesses and sustainable communities in Vermont by advancing the state's business climate, marketing Vermont as a premier destination and strengthening local communities. The Office of the Cabinet Secretary oversees Vermont's innovators and entrepreneurs, measures and promotes a healthy and vibrant economy, and mobilizes resources across Vermont's creative sectors. The OCE is working to promote Vermont as a great state in which to create, while connecting local startups and creative enterprises to the resources they need to succeed.

★ Vermont Agency of Education: STEM Student Showcase **131**

See schedule on page 9

Vermont Air National Guard **132**

South Burlington vtang.com

The Vermont Air National Guard offers opportunities past or present that can make a big difference in your life. The Air Guard provides state-of-the-art training in a wide range of high tech positions. The result is a well-rounded career skills that employ in an industry far beyond the limits of skills that can make all the difference in today's competitive job market. The Air Guard can also help with college tuition. And once the Air Guard allows members to serve part-time at a unit class, to home, they can also pursue a civilian career in their choice field. The Air Guard also offers many federal benefits to all members and their families, such as the Basic Exchange. Community use of Marine Wireless and Information Systems, the Insurance, all medical services, law and law enforcement. In addition to the federal benefits listed above, each state may offer additional benefits for their members in the Air National Guard.

Vermont Center for Geographic Information **104**

Windsor vt.gov/geog

VCGI is a public nonprofit that provides free spatial mapping data, information and resources. Anyone can visit the VCGI website to download free GIS data. VCGI also organizes professional development opportunities and posts mapping and full job openings on its website, and on its social networks.

Vermont Department of Labor **134**

Montpelier labor.vermont.gov

The Vermont Department of Labor's primary focus is providing services that assist business workers and job seekers. The VDOLE Workforce Development Division offers a full range of workforce-related services through a network of 12 One-Stop Career Resource Centers. Each one includes staff help/coach, career fairs, job-matching, employment opportunities, a database of education and training resources, cost-free and national job listings, labor market and career information, financial hardship to help with skills training for new and incumbent workers.

★ Vermont Technology Alliance (VITA) **146**

Burlington vita.org

The Vermont Technology Alliance is a business incubator with a mission to support, promote, enhance and grow technology businesses and technology jobs in Vermont. The Alliance has approximately 140 members representing Vermont software and technology companies of all types and sizes. The VITA sponsors and provides technology programs and events, provides opportunities for networking and collaboration, and advocates on behalf of Vermont's technology business sector. The VITA is a proud organizer and sponsor of the annual Vermont Tech Jam and the Tech Jam Awards.

U.S. Small Business Administration 120

Most.gov/sbsa.gov

The U.S. Small Business Administration provides financial, technical and management assistance to help small businesses start, grow and succeed. Along with its network of partners, SBA can help develop a business plan, obtain loans, identify contracting opportunities in federal bids, make contacts and access resources to strengthen small business.

GRAPHIC DESIGN / WEB DEVELOPMENT / MARKETING

Bluehouse Group 106

Richmond: bluehousegroup.com

Bluehouse Group provides website design, online marketing services and web application development to businesses and nonprofit organizations in the rapidly-changing world of the early 21st century. Our organizations keep up with the changing landscape of mobile, social media and online best practices. With Bluehouse, its adaptive clients get a digital team leader with creative talent, technical expertise and business smarts in business since 1996. Bluehouse is known for clean design, friction-free user experiences and solutions that get results – websites that work. Stop by the Bluehouse booth to try SaaSify in a quickie tour and say hi to our design platform for teachers and trainers.

Brandthorology 173

Burlington: brandthorology.com

Brandthorology (brandthorology.com) is a Vermont-based marketing consultancy with a distinctly Dartmouth approach. It works with a diverse mix of organizations: national and local clients to discover brands intelligently over time. It specializes in the creation and administration of highly evolved marketing ecosystems for a select group of clients who are interested in embracing change – and the many opportunities that new technologies offer. Finding the need to compete?

New Breed Marketing 158

Winooski: newbreedfirm.com

New Breed is a marketing and sales company that builds long-growth businesses by firms forming their marketing and sales process. Through a combination of marketing and sales strategies and patterns, New Breed creates and optimizes the buyer's lifecycle from an inbound lead to a customer.

Propeller Media Works 155

Burlington: propellermediaworks.com

Propeller Media Works specializes in online marketing and custom-responsive websites. Since 1997, the company's team of experienced web developers, designers and developers have delivered hundreds of websites and campaigns to a wide range of clients and projects. Propeller is a local experience located at Snow Mountain Resort, Galtair Valley, Grassiey Snow, Vermont Public Radio, Ski Vermont, Seventh Generation, Burton Snowboards, Fletcher Allen, Renewable Web Systems and others. Propeller is a member of Vermont Business for Social Responsibility.

Union Street Media 104

Burlington: unionstreetmedia.com

Union Street Media is an industry-leading provider of websites for the real estate, e-commerce, nonprofit and education industries. Founded in 1998, the company now has more than 400 clients. The Union Street Media platform provides tools for website content creation, live customer support, internet marketing and website analytics. Combined with a customer-focused approach to service and support, the Union Street Media platform has helped hundreds of companies grow their business and provide better service to existing clients. In 2012, Vermont Business Magazine named founder Ted Adler one of Vermont's 40 under 40 rising stars.

Vermont Design Works 149

Winooski: vdwdesignworks.com

Vermont Design Works team has come together over the past 13 years to develop innovative solutions in the ever-changing online arena. They offer a full range of graphic design, complex web applications, website development and internet marketing services that are custom-tailored for the clients. Their growth isn't due to extensive experience in online design, website usability, digital marketing, start-up and business development, and communications. They work with small to large businesses and nonprofits for whom they create new web solutions every day. With experience and expertise put them in gear with local clients, not their clients choose and stay with them because of their integrity and commitment to community – the personal touch of a Vermont company.

GREEN TECH

Control Technologies 120

Winooski: controltechinc.com

Control Technologies is a Vermont-based business headquartered in Winooski with full service offices in New Hampshire, Boston, New York City and Los Angeles, offering a first-class and dynamic workplace for local Vermonters. Its technical, professional and administrative staff has been serving Vermont communities since 1985. CTE implements and maintains efficient, cost-effective solutions that provide integrated building information to optimize energy consumption and reduce operational costs. Its solutions apply technology to make buildings smarter using intelligent lighting control systems, cost access and video surveillance systems, and web-based monitoring systems that detect and report equipment failures.

Renewable

NRG Systems 116

Winooski: nrgsystems.com

Renewable NRG Systems is an independent owned company that designs and manufactures, design-support tools for the renewable energy industry. The company's expertise spans both resource assessment products and turbine optimization equipment such as turbine control systems, LAR and condition monitoring systems. Found on every continent in more than 150 countries, Renewable NRG has over 100 employees. Renewable NRG has over 100 customers, including electric utilities, renewable energy developers, turbine manufacturers, consultants and research institutes.

Tech Jam organizers, participants, sponsors

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- ★ ANNEX (DOWN)

GREEN TECH

CONTINUED FROM PAGE 12

UVM Alternative Energy Racing Organization **232**

Burlington, uvm-alter.org

The University of Vermont Alternative Energy Racing Organization is a student-run group that works for the advocacy, research and development of alternative energy drive systems. The group is involved with a progressive engineering firm with its primary goal to design, build, test and race a highly competitive vehicle in the annual International Formula Hybrid competition sponsored by GM and Shell. UVM AERO pushes the envelope of green innovation and strives to educate others about the issues associated with non-renewable energy sources. Check out AERO's race car at the Tech Jam in the Dealership Demo Zone.

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HARDWARE AND CONSUMER GOODS

★ Green Mountain Coffee Roasters **434**

Waterbury, greencoffee.com

One of the fastest-growing companies in America, Green Mountain Coffee Roasters brings exceptional beverages and innovative technology to market with brands like Keurig Tully's Coffee, Timorothy's World Coffee, Dreamcatcher and Ken Houbie. A collaborative environment of shared ideas and beliefs sets GCMR apart. As a team united for a common good, GCMR's dedication to its products and people is matched only by an unwavering commitment to its local and global communities.

Liquid Measurement Systems **418**

Georgia, liquidmeasurement.com

Liquid Measurement Systems is one of Vermont's fastest-growing aerospace companies. Founded in 1989, the company began with one big idea: replace the metal tubes used in fuel probes with graphite composite. Today, it specializes in the design, development, manufacture and testing

of fuel measurement systems for the commercial and military markets. Stop by our booth at the Tech Jam to see a multibank display interface, a fuel probe and a signal conditioner.

★ Logic Supply **431**

South Burlington, logic-supply.com

Logic Supply is a specialist systems provider serving the embedded and industrial computing market. With locations in the U.S.A., Europe, and Asia, Logic Supply provides pre-engineered and custom factor systems, the most comprehensive selection of compatible components and unique computer hardware. Through LUX Systems, the company serves custom engineering services and develops award-winning hardware products. Logic Supply is a strong supporter of the "maker" community. The company will be holding a series of hour-long, hands-on GoogleGlass block workshops at this year's Tech Jam.

LPA Design/ PocketWizard **379**

South Burlington, pocketwizard.com

LPA Design is the world leader in wireless radio imaging and control systems for the photography industry. LPA products are marketed globally under the PocketWizard brand name, which is recognized as the world leader in wireless control of remote cameras and flashes. Its products are used by many of the top photographers in the world. The company is expanding with new products, a product distribution site in a new product category, additional contract manufacturers and product distribution

networks, come inside with a growing product line. Stop by its booth at the Tech Jam to see a demonstration of its wireless photography triggering system.

HEALTH CARE IT

AllScripts **424**

South Burlington, allscripts.com

AllScripts, one of the largest companies focused exclusively on health care information technology, with more than 5,000 employees nationwide, the company has the industry's largest network of clients or the most advanced product platform, resulting in a single point of record. AllScripts brings to market a complete portfolio of clinical financial analytics and connectivity solutions, and a client base of 150,000 physicians, 1500 hospitals and 13,000 nursing homes, home care, physician and other provider organizations. AllScripts is a high-growth leader and is currently offering numerous job opportunities across the country, including here in Vermont.

Fletcher Allen Health Care **434**

Burlington, fletcherallen.org

Fletcher Allen Health Care is Vermont's academic medical center affiliated with the University of Vermont College of Medicine and Schools of Global Health, Arts, Law, & Human Center. Fletcher Allen serves a population of 1 million people throughout Vermont and northern New York. As Vermont's largest private employer, Fletcher Allen offers opportunities for growth

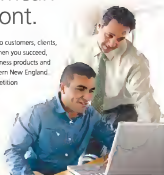
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- ANNEX (DOWN)

MEDIA

★ Seven Days **100**

Burlington sevendayvt.com

SevenDays, the state's largest independent newsweekly publisher, the Vermont Tech Jam. A special weekly digital newsletter Vermont Tech Jam News, is the state's number one source of news about local innovation efforts. Stop by the company's booth to see the SevenDays iPad app and to play "Radio!" a classic arcade game developed by Internet Music Games. SevenDays and the ECHO Lake Aquarium and Science Center will showcase innovations from Logic Supply and Subatomic Capital. In 2013, Editor and Publisher magazine selected SevenDays for its annual feature, "10 Newspapers That Do It Right."

South End Open Media Lab **107**

Burlington vermont.southend.org

Whether you're an educator, student, filmmaker, media professional, video blogger or citizen journalist, the South End Open Media Lab is a valuable resource for getting your digital media projects off the ground and distributed throughout your community. The South End Open Media Lab is home to both SETS (Support Educational Technology Network) and WCAIM (Vermont Community Access Media) and is a cutting-edge facility where video and other forms of media may be produced with state-of-the-art equipment and shared throughout Vermont and beyond. All the South End Open Media Lab individual classes, nonprofit organizations and educational institutions have equal access to the training and resources they need for learning the various production skills and a community building. Stop by the lab's Tech Jam booth to see its new drone equipped with video capturing capabilities.

StoryhackVT **106**

Burlington storyhackvt.com

This 24-hour digital media storyhacking competition begins at the Tech Jam on Saturday, October 19. The contest takes place at 10 a.m. on the 24th floor. Competitors will have 24 hours to create an original storyhack using digital platforms. Stop by the StoryhackVT Tech Jam booth to learn more about digital storyhacking, media choices, the entry by video for your favorite story on Sunday, October 20, on the StoryhackVT website.

★ Vermont Business Magazine **105**

South Burlington vermontbiz.com

Vermont Business Magazine is Vermont's only source for statewide business information. Since 1972, VBM has published the latest and most accurate information and economic data available. VBM provides monthly forecasts on subjects such as Vermont's largest companies ranked by sales, Vermont's largest employers, technology, construction, health and travel and tourism news to name a few. A subscription to VBM includes the interactive Business Directory, an index of lists and limited access to data online. Sign up today online for VBM's free daily e-newsletter today.

weekly e-newsletter on newsmakers, health and environmental news.

★ Vermont Public Radio **105**

Cashneton, Willmet

Listener-supported Vermont Public Radio has been serving the people of Vermont and the surrounding region since 1977. As Vermont's only statewide public radio network, VPR is a trusted and independent source for news, music, conversation and much more. For the latest news, weather, coverage news and streaming audio from all of VPR's programs, visit the VPR website.

★ WCAIX-TV **108**

South Burlington, wcaix.com

WCAIX has been on the leading edge of communication technology for more than 60 years. From newspaper to radio station to television station, WCAIX has always strived to bring people the latest information using the latest technology. With the advent of the Internet, WCAIX has evolved yet again into a media company that has embraced new media — mobile, anytime, anywhere. WCAIX has focused businesses get their word out on commercial advertising for more than half a century, and WCAIX's new media offerings are the next step in that evolution.

Wyatt Investment Research **105**

Bedford wyattinvest.com

Wyatt Investment Research is an online media company that provides investment advice and stock market insights to more than 500,000 individual investors. The company's website includes written and video content and daily e-blasts about profit opportunities. Like many media companies, Wyatt Investment Research has a hybrid business model. The digital video story business serves advertising clients who want to connect with an audience of investors while the company's on-demand subscription advisory services provide in-depth investment research. Wyatt Investment Research is always seeking team members with internet marketing, web design, SEO/SEM content, and video production experience.

RECRUITMENT SERVICES

JobsInVT.com **106**

Windsor, www.JobsInVT.com

Founded in 2003, JobsInVT.com is the largest job board in Vermont as measured by the number of open opportunities. JobsInVT.com operates as a career legal employer with qualified candidates who want to work in Vermont, at a lower cost than other recruiting methods. Success of JobsInVT.com's emphasis on quality job orders can be assured that all the jobs found on the site are of high quality. Vermont-based jobs.

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RECRUITMENT SERVICES

CONTINUED FROM PAGE 17

★ Seven Days Jobs

Burlington sevendaysjobs.com

Vermont's locally owned, independent news weekly is also the state's best source of listings for good local jobs. Employment classifications are posted daily on the Seven Days website and distributed weekly in Seven Days newspaper. The paper's circulation has expanded to 36,000 papers, available for free at more than 100 locations in Vermont and throughout N.Y. Job listings are listed on-line from 10:00am-5:00pm.

The Technical Connection

Burlington the-tech.com

The Technical Connection works for companies to identify and hire talent critical to their current and future success. Its team understands the complex human capital needs of Vermont businesses and has been specializing in professional placement services for more than 30 years. Whether your company needs a contract or permanent employee, or needs to find a permanent employee, The Technical Connection has the experience and resources you need to maintain a competitive advantage. The Technical

Connection has also assisted thousands of job seekers to unlock their potential and take their careers to the next level by helping them secure employment with the best companies in north and New England.

Vantage Point Recruiting

Windsor, Maine vantagepointrecruiting.com

Vantage Point Recruiting is a general provider of technical and upper management recruitment services for the northern New England region. Founder Jay Casavant established the firm in 2007 after being in the high-tech recruitment business for 30 years. Jay and co-founders in Burlington, he has on-the-ground recruiting experience working in defense, aerospace, and semiconductor/electronics industries. VPR Technology Recruiter, Liz Stewart spent 16 years in IT as a Senior Systems Analyst and IT business adviser in the past year and a half. Liz has placed several key engineering and management personnel within high-tech companies.

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ROBOTICS

Essex High School FIRST Robotics Club

Essex Junction essexfirstroboticsclub.com

The Essex High School Robotics Team is part of Far Legend and Recognition of Science and Technology site FIRST, a robotics organization that includes more than 1,000 teams worldwide. Forty-two thousand high school students participate in FIRST with the assistance of approximately 25,000 mentors. The FIRST team competes in the FIRST Tech Challenge. FTC is a real-world robotics competition for high school students. In 2002, the FIRST team won a spot at the World Championships in St. Louis. The day after their trip to the Tech Jam is when most of the team is involved with FIRST robotics teams in Vermont.

Greenleaf Systems

Richmond, greenleaf.com

Greenleaf Systems develops advanced software technologies for unmanned underwater vehicles. The steadily growing company specializes in control and navigation systems for ROVs and AUVs derived from a submarine core architecture. Greenleaf has delivered more than 200 ROV and AUV navigation and control systems to the military, commercial and scientific offshore communities since it was founded in 2006. It has recruited and assisted students to develop a flexible, scalable and robust software

architecture for underwater vehicles that is proven and tested through thousands of operational hours every year. In 2011, Greenleaf received a commercial product line of open-architecture software. This new line complements Greenleaf's custom software development business by offering proven solutions for aerial navigation control, mission management and visualization.

LORD MicroStrain

Waltham, microstrain.com

LORD Measurement Sensing Systems is a division of LORD Corporation. LORD MicroStrain is a range of sensing solutions including inertial measurement systems, force displacement transducers, wireless sensor networks and energy harvesting technologies. Solutions range from mobile deployed test and measurement to long-term embedded health monitoring. Applications include structural health monitoring, condition-based maintenance, navigation and inertial navigation monitoring, and machine condition and health. Occupied in a leader in the sector, including LORD MicroStrain has received numerous product innovation awards – including the 2012 Vermont Tech Jam Innovation Award. Stop by LORD MicroStrain's Tech Jam booth to see its various in-motion and to find out about current job openings.

CONTINUED ON PAGE 21

OPENING DOORS FOR STUDENTS

THE VERMONT AGENCY OF EDUCATION is excited to be a sponsor and participant in this year's Tech Jam. This is a great opportunity for Vermont students to find out more about the possibilities for careers that focus on Science, Technology, Engineering and Math skills (STEM). The Vermont Agency of Education is committed to opening doors for students interested in pursuing careers and college tracks that are centered around these vital skill sets. Tech Jam is a great place to see students engage in hands-on activities and exciting career trajectories!

Visit the AOE booth and see how the following schools have engaged their students in STEM-related activities, from programming to robotics to online mapping to video production – these student teams are leading the way!

Rutland High School
Mount Abraham High School in Bristol
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Verpennes Middle School
Springfield High School
Hartford High School



<http://education.vermont.gov/>



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GENERATOR
BOOTH 31

Check out plans for Burlington's new Maker Space, Generator, opening January 19/14! Our booth includes a 3D printing demonstration, one of the many new tools we'll have onsite for members.

VERMONT MAKERS
BOOTH 30

Champlain
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LABORATORY B
BOOTH 29

Come by the Laboratory B table to check out our hexacopter build, throwies, & more. Hands-on demonstrations. Learn more about Burlington's community hackerspace!

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ROBOTICS

CONTINUED FROM PAGE 10

Terosium Movement Foundation/Bina48 **210**

Can human consciousness survive death — with help from sophisticated robots? The Terosium Movement Foundation is trying to find out. The Lincoln-based nonprofit is home to Bina48, one of the world's most advanced social robots. Bina48 is based on the "mindful" or "intuitive" humanoid Ikuu Aoyama. Next Bina48 will be partner Bruce Duncan at the Tech Jam on Saturday and learn how you can create a mind file of your own.

SOFTWARE AND DIGITAL PRODUCTS

Agilion **221**

Burlington spinoff
Founded in 2010, Agilion is a Vermont-based web and mobile app development team that serves customers in Boston, New York, Portland and across the U.S. It specializes in efficiency

transforming business plans into successful applications.

CSL Software Solutions **232**

Burlington, cslls.com
CSL Software Solutions is a dynamic and innovative software company providing many of the world's largest pharmaceutical and contract firms with close-in sales, business analytics and performance coaching solutions. The company's U.S. home office opened in Burlington in 2006, and since then, CSL has grown rapidly, employing nearly 100 local programming talent. CSL's success is founded on innovative solutions for common problems, performance and brand management, and maximizing employee potential. CSL's solutions enable companies often left for undervalued assets by business assets in a highly globalized and complex, navigable environment.

★ Dealer.com **241**

Burlington, dealer.com
Dealer.com pioneered digital marketing for automotive retail by offering the first dealer online approach to website back in 1998. It now forward 15 years, and the company's cultural ability to maintain strong perspectives, consistent insights and technology-based innovation has helped it create a marketing and operations software solution that is transforming the industry. Dealer

com helps rapidly innovation and initiative in high impact within all departments. Its investment in talent and innovation is bolstered by a 360-degree point of view in health, wealth and learning driven by its award-winning Life team. Dealer.com has been fast-growing offices located in Vermont and California. If you are looking for the opportunity to contribute to a growing company, have a big impact and be a part of a company in today's culture, stop by the Dealer.com booth at the Tech Jam.

Empower Mobility **242**

Burlington, empowermobility.com
Empower Mobility has been providing high-quality, custom software development services since 2001. Backed by over 30 years of experience in mobile, a M specification, is migrating complex business processes to custom software that runs on Apple iOS and other mobile platforms. Off design combine elegance and efficiency with intuitive user interfaces, complex database models, and seamless communications. The end result is a completely mobile solution that is solid, able, powerful and easy to use.

Middlebury Interactive Languages **252**

Middlebury, middleburyinteractive.com
Middlebury Interactive is the premiere leader in world language instruction for K-12 students. A joint venture between Middlebury College and K12 Inc., it provides access to superior language programs and prepares students with the skills and cultural understanding to compete in the

2013 VERMONT TECH JAM GUIDE | 23

21st-century global marketplace. Middlebury Interactive's interdisciplinary team of language curriculum experts, media professionals, instructional designers and software developers has created a series of world-class interactive tools capable of generating hundreds of customized activities to engage students and assess them in very real levels. No other provider integrates the kind of immersive gaming, social networking and multimedia interactive learning. Middlebury Interactive is a proud innovator in the global age of online language learning and is excited to bring how students learn world languages.

★ MyWebGrocer **262**

Wholesale, mywebgrocer.com
Founded in 1999, MyWebGrocer drives digital connections between consumers, grocery retailers and consumer packaged goods (CPG) companies. MWG works with more than 140 retailers nationally representing more than 10,000 stores, and more than 300 major CPG brands. MWG creates and manages digital solutions for clients, including a comprehensive digital enablement ecosystem, email marketing, online mobile applications, social media strategies and SEO and customer acquisition programs. Its team of more than 145 professionals creates digital grocery platforms, leveraging mobile Web 2.0, Facebook and other social media to leverage MWG's constantly working with new emerging technologies such as geolocation, social networks and sophisticated email strategies. It is home in Vermont's Indian Orchardville Mall is the new digital hub of Vermont.

CONTINUED ON PAGE 23



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SOFTWARE AND DIGITAL PRODUCTS

CONTINUED FROM PAGE 21

Reading Plus ²³⁹

Winchester technology.com

Reading Plus is the leading provider of differentiated instructional and intervention solutions and the only intervention system that is aligned with the Common Core State Standards. The company's unique adaptive technology and implementation strategies build the foundation for academic, behavioral and real-world success. Reading Plus is an award-winning web-based reading intervention that develops students' fluency and motivation to engage with and comprehend complex texts. Reading Plus has achieved extensive international success in numerous schools on high-stakes standardized tests and in producing outstanding gains in core proficiency, vocabulary and overall reading proficiency for hundreds of thousands of students. Founded in New York in the 1990s, the company moved to Vermont in 2009.

Vermont Information Processing ²¹⁷

Colchester vinfo.com

Vermont Information Processing, founded in 1992, is a software and services company serving the beverage industry. VIP software applications are developed at house and handle all business functions for a beverage distributor including inventory management, order processing, sales reporting and financial management. VIP also offers software and services for beverage supplier needs including data collection, delivery and clearing. VIP customers include more than 700 distributors and 45 supplier. VIP shipments from 50 individuals and has offices in five locations throughout the country. In 2011, VIP became a 100 percent employee-owned company. VIP offers a full benefits package including health, 401(k), an employee share ownership plan, profit sharing and an employee child care.

ViewBoost ²²⁷

Dorsetland viewboost.com

ViewBoost Vermont is an iOS mobile application designed to showcase Vermont and all that it has to offer from scenic beauty to outdoor recreation. ViewBoost features local artists, scenic locations and so much more. This cutting-edge mobile app features live location and geotagging capability allowing travelers to quickly see where they are and what highlights

are close by. It gives travelers the opportunity to customize a unique itinerary based on their interests and share it with friends and family. Using ViewBoost, a traveler having your own travel coverage on your iPhone. It also provides merchants the ability to engage customers and showcase their businesses.

TELECOMMUNICATIONS INFRASTRUCTURE

★ Burlington Telecom ²³²

Burlington burltelem.com/net

Burlington Telecom located downtown operates Burlington's only citywide fiber-optic network offering optical fiber bandwidth access of up to a gigabit or more for both homes and businesses. It's your local provider focused on outstanding customer service and unmatched symmetrical bandwidth speeds.

★ FairPoint Communications ²³⁴

Burlington fairpoint.com

FairPoint Communications Inc. is a leading communications provider of high-speed internet access, local and long distance phone, television and other broadband services to customers in communities across VT states. Through its fast, reliable network, FairPoint delivers accessible data and voice communications solutions to residential, business and wholesale customers in the Green Mountain State. Since April 2008, FairPoint has invested nearly \$500 million in

communications infrastructure and technology to keep broadband in Vermont, including adding more than 1900 miles of new fiber across the state. FairPoint invests in the growth of the communities where it does business, contributing to events like the Tech Jam. FairPoint recognizes the value of technology as a powerful tool for creating real change in the way people communicate, conduct business, educate children, serve customers and build communities. Get Driving it Burlington will exhibit at Tech Jam's Tech Jam booth.

Keep BT Local ²¹⁵

Burlington keepbtlocal.com

Keep BT Local's mission is to ensure the long-term viability of Burlington's world-class fiber-to-the-home network and to sustain its status as a fiber technology leader. The needs of the community and businesses through the creation of a local, member-owned telecom cooperative.

★ Summit Technologies ²⁴⁷

Windsor summittechnologies.biz

Summit Technologies is an industry-leading wireless networking solutions provider focused primarily on Wi-Fi and secure wireless guest access since 2007. Its team provides site survey, network design, deployment, installation and support services. Summit's networks are utilized at hospitality venues, wineries, airports, hotels, MDUs, corporations, campus environments, special event venues and in-building outfall environments. Summit represents leading value providers including Cisco, Aruba, Ruckus and H3C/H3C.

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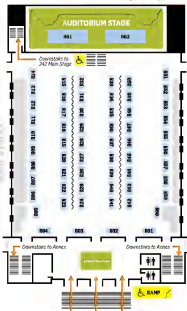
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